



SAP Ariba 

# Feature at a Glance

## Unit Price Tolerance on Order Confirmation

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CONFIDENTIAL

## Feature at a Glance

Ease of implementation  Low touch / simple  
Geographic relevance  Global

# Introducing: Unit Price Tolerance on Order Confirmation

## Customer challenge

Currently, customers are able to enforce unit price tolerances for order confirmation by configuring the rule "*Apply line item unit price tolerance to order confirmations*". However, this rule only allows customers to specify a price tolerance that suppliers cannot exceed (not a lower tolerance). In addition, the defined tolerance applies to **all** orders sent by the customer.

## Meet that challenge with SAP Ariba

Ariba Network buyers can now enforce unit price tolerances (over and under) during order confirmation creation through cXML control keys. This gives buyers more control over price deviations from the original order. With this feature, customers can define different upper and lower unit price tolerances per order. Unit price tolerances specified through cXML control keys also apply to quantity-based pricing. When a supplier changes unit conversion or price unit quantity, Ariba Network validates the unit price tolerance based on the new calculated price. Confirmation control keys in an order always take precedence over business rules.

## Experience key benefits

With this feature, customers will have more flexibility in the enforcement of unit price tolerances for order confirmations as they will be able to define different upper and lower price tolerances per each specific order. This leads to higher effectiveness in collaboration with suppliers by being able to manage unit price compliance on a more granular level.

## Solution area

SAP Ariba Commerce Automation  
SAP Ariba Supply Chain Collaboration

## Implementation information

This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use.

## Prerequisites and Limitations

This Ariba Network feature is applicable to:  
all buyer users  
all supplier users  
SAP Ariba Commerce Automation  
SAP Ariba Supply Chain Collaboration

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## Introducing: Unit Price Tolerance on Order Confirmation

A buyer submits an order that specifies control keys for the upper and lower unit price tolerance, using either an amount or a percentage.

```
<ControlKeys>
  <OCInstruction value="allowed">
    <Lower>
      <Tolerances>
        <PriceTolerance>
          <Percentage percent="10"/>
        </PriceTolerance>
      </Tolerances>
    </Lower>
    <Upper>
      <Tolerances>
        <PriceTolerance>
          <Percentage percent="10"/>
        </PriceTolerance>
      </Tolerances>
    </Upper>
  </OCInstruction>
</ControlKeys>
```

Confirmation control keys in an order always take precedence over business rules. Therefore, an upper unit price tolerance specified by a control key in the order overrides the upper unit price tolerance specified by the rule Apply line item unit price tolerance to order confirmations.

Apply line item unit price tolerance to order confirmations. ⓘ

20 %

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A supplier tries to create an order confirmation with a unit price that exceeds the tolerance specified by the order's control keys. Ariba Network displays an error message, "The Unit Price specified exceeds the tolerance limit specified by the buyer." It doesn't allow a unit price outside the tolerance limits.

Line #	Part # / Description	Customer Part #	Qty	Unit	Need By	Ship By	Unit Price
1	VD-II-14415 Item 1	II-14415	10.0	CT	1 May 2017		\$100.00 USD

New Order Status: **10 Confirmed**

Est. Shipping Date:



Est. Delivery Date:



Unit Price:

\$111.00 USD

**!** The Unit Price specified exceeds the tolerance limit specified by the buyer (\$90.00 USD - \$110.00 USD).

Supplier Part: VD-II-14415